

Message Text

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42

ACTION XMB-07

INFO OCT-01 AF-10 ISO-00 EB-11 SCEM-02 INT-08 CIAE-00

INR-10 NSAE-00 RSC-01 AID-20 TRSE-00 OMB-01 DRC-01

COME-00 FRB-02 OPIC-12 SPC-03 CIEP-02 LAB-06 SIL-01

AGR-20 /118 W

----- 092718

R 131010Z SEP 73

FM AMEMBASSY NOUAKCHOTT

TO USDOC WASHDC

INFO SECSTATE WASHDC 1515

LIMITED OFFICIAL USE NOUAKCHOTT 825

PASS EXIM BANK

EO 11652: NA

TAGS: BPRO ENRG MR

SUBJECT: NOUADHIBOU PETROLEUM REFINERY -- M. W. KELLOGG AND
PLANET OIL AND MINERAL

REF: NOUAKCHOTT 821

1. DISCUSSED REFINERY PROPOSAL SEPT 12 AT LENGTH WITH SNIM
DIRGEN OULD AMAR, WHO GAVE STRONG IMPRESSION THAT EUROPEAN
CONSORTIUM DESCRIBED NOUAKCHOTT A-30 NO LONGER IN RUNNING FOR
CONSTRUCTION CONTRACTS. OULD AMAR CONFIRMED THAT HE WOULD
SHORTLY OBTAIN LETTERS OF INTENT FROM SONATRACH GUARANTEEING
SUPPLY CRUDE FOR PROPOSED REFINERY AND FROM US OIL COMPANIES
GUARANTEEING PURCHASE FINISHED PRODUCTS. SNIM HAS CONTRACTED
WITH PLANET OIL AND MINERAL FOR PETROLEUM ADVISORY SERVICES,
INCLUDING CONTACTS WITH POTENTIAL US PURCHASERS FINISHED
PRODUCTS, AND HAS SIGNED LETTER OF INTENT GIVING PLANET FIRST
REFUSAL REFINERY MANAGEMENT CONTRACT. SNIM ASSUMES THAT
KELLOGG AND PLANET WILL MAKE JOINT APPROACH TO EXIM FOR
FINANCING.

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2. OULD AMAR UNWILLING STATE THAT KELLOGG WILL HAVE LONGER THAN OCT 1 TO SECURE PRELIMINARY FINANCIAL COMMITMENT FROM EXIM, DESPITE OUR PITCH THAT HE ALLOWING NOWHERE NEAR SUFFICIENT TIME TO EITHER COMPANY OR BANK. HE SAID THAT SNIM IS GOL WELL BEYOND ITS CUSTOMARY GUARDED RELATIONSHIP WITH FIRMS INTERESTED IN INDUSTRIAL PROJECTS HERE AND IS ACTIVELY COACHING KELLOGG ON GIVENS OF REFINERY PROJECT SO IT MAY SUBMIT REALISTIC BID. (KELLOGG APPARENTLY UNDERESTIMATED COSTS IN ITS INITIAL DISCUSSIONS WITH SNIM). ALSO, OULD AMAR ADDED, PLANET OIL EXTREMELY WELL BRIEFED ON REFINERY PROJECT AND WILL SHORTLY CONTACT KELLOGG HQS. TO HELP IT PREPARE PRESENTATION TO EXIM.

3. NONETHELESS, HAVE IMPRESSION THAT SNIM WILL ACCEPT SOMETHING LESS THAN FORMAL PRELIMINARY COMMITMENT FROM BANK. OULD AMAR SAID HE DID NOT EXPECT TYPE OF COMMITMENT EXIM GAVE LANG ENGINEERING LAST WINTER ON SUGAR REFINERY UNTIL ABOUT MID-NOVEMBER.

4. COMMENT: TRUST THAT THIS PROMISING DOLS40 MILLION CONTRACT FOR US FIRM WILL GET PRIORITY ATTENTION FROM BANK. GIRM CONSIDERATION OF PROJECT HAS ADVANCED WITH SURPRISING RAPIDITY DURING PAST FEW WEEKS. GOVT, I ESTIMATE, NOW FULLY COMMITTED TO MOVE AHEAD IMPLEMENT THIS PROJECT AND CONSENSUS AT MINISTERIAL LEVEL SEEMS TO BE THAT US FIRMS WILL BE ABLE OFFER BEST PERFORMANCE AND FINANCING.

5. DECON ON RECEIPT.
MURPHY

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